

Message Text

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44

ACTION EUR-25

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 4791

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E.O. 11652: N/A

TAGS: BEXP UR

SUBJ: PHILIP MORRIS TALKS WITH SOVIETS

1. LARGE GROUP FROM PHILIP MORRIS ORGANIZED BY WALTER SURREY DEPARTED MOSCOW DEC 20 FOLLOWING EXTENSIVE AND GENERALLY PROMISING TALKS WITH SOVIETS ONCOOPERATION IN VARIETY OF FIELDS INCLUDING TOBACCO, FOOD/BEVERAGE PRODUCTION, PACKAGING, AND MARKETING. PHILIP MORRIS OFFICIALS SEEMED SATISFIED WITH SOVIET REPOSE. SURREY EXPRESSED APPRECIATION FOR EMBASSY'S ASSISTANCE.

2. NEXT STEP IN DEVELOPMENT OF PHILIP MORRIS' RELATIONSHIP WITH SOVIETS WILL BE MARCH 19-21 SEMINAR WHICH WILL BE HELD AT THE CHAMBER OF COMMERCE'S NEW FACILITIES AT THE SOKOLNIKI PARK "DOM PRIYOMOV." A SCIENTIFIC/TECHNICAL COOPERATION AGREEMENT, TEXT OF WHICH HAS ALREADY BEEN NEGOTIATED, WILL BE SIGNED MARCH 22. STATE COMMITTEE SCIENCE AND TECHNOLOGY ENCOURAGED SURREY TO BRING PHILIP MORRIS TOP MANAGEMENT TO MOSCOW FOR ONE WEEK AT TIME OF SEMINAR, WHICH SURREY CURRENTLY PLANS TO DO, USING COMPANY EXECUTIVE AIRCRAFT FOR PURPOSE. EMBOFF EXPLAINED PROCEDURE FOR OBTAINING FLIGHT CLEARANCE DURING DECEMBER 20 MEETING WITH SURREY.

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3. SURREY ADVISES THAT HE PLANS NO PUBLIC ANNOUNCEMENT
ON PHILIP MORRIS PLANS HERE UNTIL SIGNING OF COOPERA-
TION AGREEMENT.
SOMMERLATTE

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